

MONTGOMERY COUNTY DEPARTMENT OF HOUSING AND COMMUNITY AFFAIRS

CALCULATION OF SALES PRICES FOR MPDUs FOR:

Date: _____

(Project Name)

A. MPDU UNIT TYPE:

1. Unit type and number of stories _____
2. Number of bedrooms _____
3. Number of full baths and rough-in full baths _____
4. Number of half baths and rough-in half baths _____
5. Basement of slab _____
6. End or interior unit _____
7. Square footage of finished area _____

B. CALCULATION OF DIRECT CONSTRUCTION COSTS: *(NOTE: Please refer to the MPDU Pricing Standards and Minimum Specifications for Base Unit Size and Square Footage Cost)*

8. _____ = Square footage of finished space *(from Line 7)*
9. _____ = Square footage of base unit @ _____ /sq. ft. _____
10. _____ = Sq. foot difference from base @ _____ /sq. ft. _____
11. **Subtotal** *(Line 9 + Line 10)* _____

| 12. | <u>Additions and Deletions</u> | <u>Addition</u> | <u>Deletion</u> |
|-----|---|-----------------|-----------------|
| a. | End unit | _____ | _____ |
| b. | Rough-in half bath | _____ | _____ |
| c. | Finished half bath | _____ | _____ |
| d. | Rough-in full bath | _____ | _____ |
| e. | Finished full bath | _____ | _____ |
| f. | Basement addition/deletion | _____ | _____ |
| g. | Walkout basement | _____ | _____ |
| h. | Garage | _____ | _____ |
| i. | Expandable space: _____ ft. @ \$ _____ /sq.ft. | _____ | _____ |
| j. | _____ | _____ | _____ |
| k. | _____ | _____ | _____ |
| l. | _____ | _____ | _____ |
| m. | _____ | _____ | _____ |
| n. | _____ | _____ | _____ |
| o. | _____ | _____ | _____ |
| | Subtotal | _____ | _____ |

13. **Difference between Additions/Deletions** _____

14. **DIRECT CONSTRUCTION COST** *(Line 11 + Line 13; enter in Line 15, Page2)* _____

* (NOTE: if you exceed the set price standard, you mut attach an itemized listing of lot development costs.)

MONTGOMERY COUNTY DEPARTMENT OF HOUSING AND COMMUNITY AFFAIRS

CALCULATION OF SALES PRICES FOR MPDUs FOR:

(Project Name)

C. ADDITIONAL CONSTRUCTION AND INDIRECT COSTS:

15. Direct Unit Construction Cost (*from Line 14 on Page 1*) _____
16. a. Direct land development cost (*from MPDU Pricing Standards**) _____
b. Water and sewer house connection fee _____
c. Fire sprinkler system installation cost _____
17. **Subtotal of Miscellaneous** (*Lines 16.a through 16.c*) _____
18. **Special Conditions:**
a. Extra sidewalk _____
b. Special Protection Area environmental construction measures _____
c. Extra common area landscaping _____
d. Alleyways _____
e. Site amenities/trails _____
f. Rock blasting/removal _____
g. Super silt fence _____
19. **Subtotal of Special Conditions** (*Lines 18.a through 18.g*) _____
20. **TOTAL OF DIRECT CONSTRUCTION COST ITEMS** (*Lines 15 + 17 + 19*) _____
21. **SOFT COSTS:** (Calculated as a percentage of the Base MPDU Sales Price)
Construction Loan Financing Expenses:
i) Interest Rate = Prime Rate + 2 Points = _____
ii) Calculation = Interest Rate x Average Take Down Rate (6 months) x Length of Loan (9 months)
x 75% of Base MPDU Sales Price
a. iii) Calculation = Interest Rate x .50 x .75 x .75 = _____
- b. Construction loan placement fee 1.50%
c. Legal and closing costs 3.50%
d. Marketing and sales commission 1.50%
e. Builder's overhead 8.00%
f. Engineering and architectural fees 5.00%
g. General requirements 3.00%
22. **Subtotal of Indirect Cost Percentages** (*Lines 21.a through 21.g*) _____
23. Base MPDU Sales Price Calculation:
a. Soft Cost Percentages (*from above*) _____
b. Inverse Ratio (100 - Soft Cost Percentage / 100) = _____
c. Base MPDU Sales Price = Direct Construction Cost (Line 20) = _____
Inverse Ratio (Line 22.b)
24. **Subtotal of Architectural Compatibility Items** (*from Line 29.c on Page 3*) _____
25. **FINAL MPDU SALES PRICE** (*Line 23.c + Line 24*)

MONTGOMERY COUNTY DEPARTMENT OF HOUSING AND COMMUNITY AFFAIRS

CALCULATION OF SALES PRICES FOR MPDUs FOR:

(Project Name)

ARCHITECTURAL COMPATIBILITY COSTS

The direct construction costs for architectural compatibility must be approved by the Department of Housing and Community Affairs. The percentage for construction financing in Line 3 is obtained from the calculations determined in 21.a on Page 2. The cost of the architectural compatibility items must be reduced by a credit for normal construction item which is included in the direct construction cost (for example, brick façade reduced by the cost of vinyl siding).

LIST OF ITEMS AND COST FOR ARCHITECTURAL COMPATIBILITY:

| <u>ITEM</u> | <u>DESCRIPTION</u> | <u>COST</u> |
|-------------|--------------------|-------------|
| a. | _____ | _____ |
| b. | _____ | _____ |
| c. | _____ | _____ |
| d. | _____ | _____ |
| e. | _____ | _____ |
| f. | _____ | _____ |
| g. | _____ | _____ |
| h. | _____ | _____ |
| i. | _____ | _____ |
| j. | _____ | _____ |
| k. | _____ | _____ |
| l. | _____ | _____ |
| m. | _____ | _____ |
| n. | _____ | _____ |
| o. | _____ | _____ |
| p. | _____ | _____ |

Subtotal of Architectural Compatibility Costs: _____

LESS: Cost of Items Included in the Base MPDU Price _____:

26. **TOTAL HARD COST OF ARCHITECTURAL COMPATIBILITY ITEMS:** _____

27. **SOFT COST CALCULATION FOR ARCHITECTURAL COMPATIBILITY ITEMS:**

| | |
|--|-------|
| a. Construction financing (from Line 21.a, Page 2) | _____ |
| b. Construction loan placement fee | 1.50% |
| c. Builder's overhead | 8.00% |
| d. Engineering and architectural fees | 5.00% |

28. **Subtotal of Indirect Cost Percentages (lines 27.a through 27.d)** 14.50%

29. **TOTAL COST FOR ARCHITECTURAL COMPATIBILITY:**

| | |
|--|-------|
| a. Soft cost percentage (from Line 28) | _____ |
| b. Inverse ratio: (100 - Soft Cost Percentage / 100) | _____ |
| c. Cost for Arch. Compat. = <u>Total Hard Cost Arch. Compat. (Line 26)</u> = | |
| Inverse Ratio (Line 29.b) | _____ |